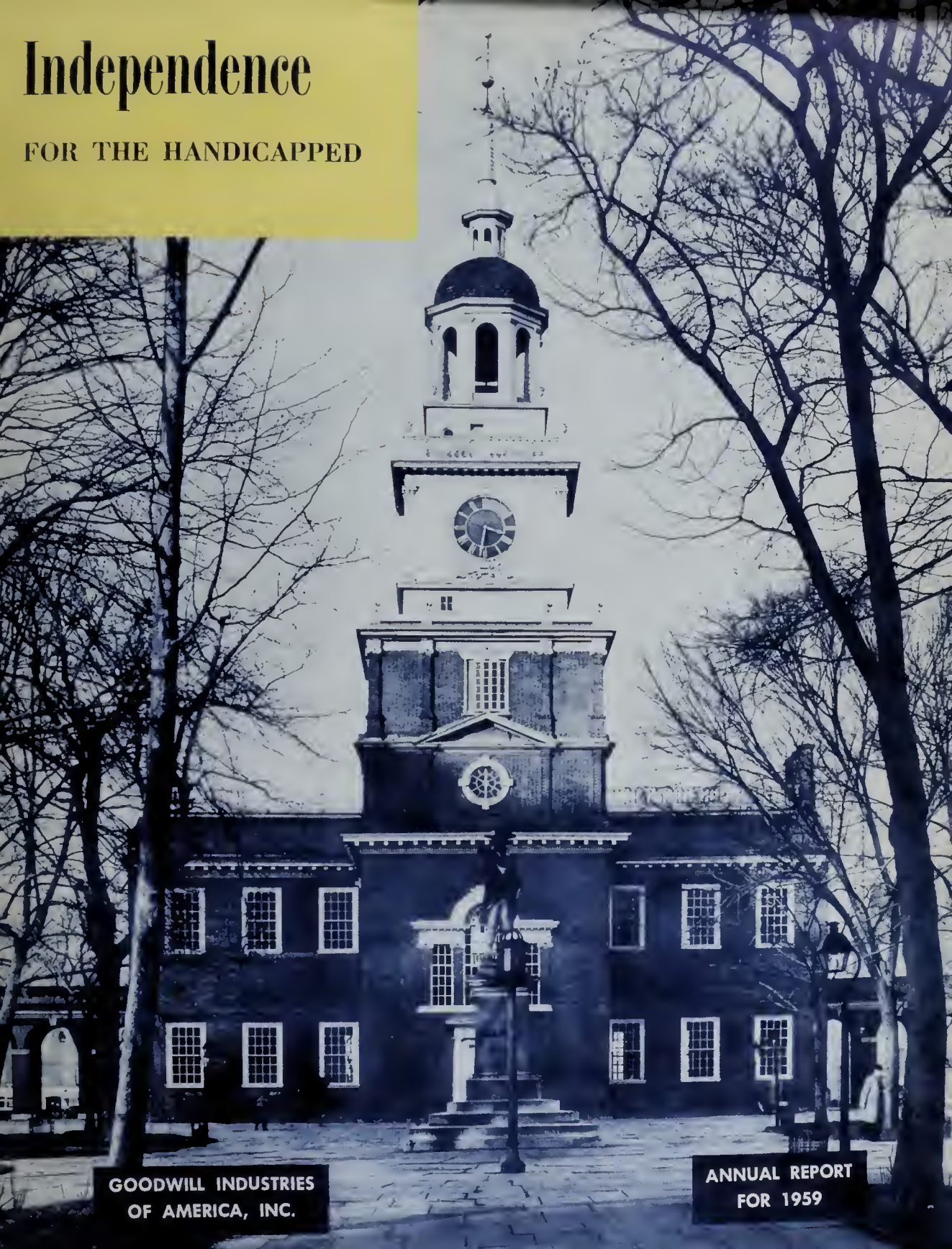


Independence

FOR THE HANDICAPPED



GOODWILL INDUSTRIES
OF AMERICA, INC.

ANNUAL REPORT
FOR 1959

A Declaration of Independence for the Handicapped

IN THE SPIRIT of our national Declaration of Independence, set forth in 1776, we of the Goodwill Industries of America reaffirm our faith "that all men are created equal; that all men are endowed by their Creator with certain inalienable rights: that among these are life, liberty and the pursuit of happiness."

So believing, our Nation incurs a concern for the health and welfare of all mankind. It incurs particularly a concern for those of its own people who through birth, accident or disease and service in defense of their country have become handicapped.

Our Nation has recognized that disabling misfortune is no respecter of person, group, creed, color or economic class. The strength of the Nation is the sum of the strength of its citizens.

In accord with this, and inherent in the philosophy of the Goodwill Industries Movement is our belief that to provide for the physically handicapped opportunities for work which they are qualified to do is to make possible for all citizens a maximum economic security.

The Goodwill Industries have pioneered in promoting opportunity for the handicapped and their right to maximum personal achievement. Since the founding of the Movement at Morgan Memorial in Boston, fifty-eight years ago, it has held that to provide "Not Charity, But A Chance" is the one true way to help handicapped persons achieve a useful, independent and happy life.

We challenge all non-handicapped persons to open their hearts and bestir their hands to serve the rights and needs of our disabled fellow citizens. Further, since to insure the preservation of our national independence we must make strong the weak, we urge for all handicapped persons these inalienable rights:

1. Opportunity for, and access to, the best that medical science can provide to aid in their fullest possible physical restoration.
2. Educational facilities, both academic and vocational, to insure them the fullest opportunity to develop their remaining abilities and thus equip them for self-respecting, productive employment.
3. An accelerated national program aimed at discovering or creating the utmost employment opportunities for the handicapped.
4. Wider employer acceptance of physically handicapped persons in jobs they are fitted to perform.
5. Concerted action to arouse a wider public acceptance of the physically handicapped, freeing them alike from social prejudice and special privilege.
6. Counsel and aid in leading the handicapped to sources of spiritual strength to sustain their moral, emotional and intellectual well-being.

This Declaration of Independence for the Handicapped is set forth in the City of Washington, District of Columbia, United States of America, on behalf of all handicapped people throughout the world.

Goodwill Industries of America, Inc.



Independence . . . For Whom? For What? and How?

A large part of the job of establishing independence for the handicapped lies in the area between hospital care and jobs in normal commerce and industry.

At four, Gary Mitchell had polio which left him with partial paralysis. As a young man, he was injured in an automobile accident which added neck and spinal disabilities.

As he reached the age when men normally launch into a world of work, Gary found the doors to employment closed. Undaunted, however, he set out to become an electrical repair man. No one would hire him, so he tried going into business for himself.

The business venture didn't work either, so he set out job hunting again. Even a day's work was denied him. Then he came to the Goodwill Industries in San Bernardino, California.

"The happiest part of my life started when I was given a chance at Goodwill Industries to fight back again to become a useful citizen," he says.

He married a handicapped fellow worker at Goodwill Industries, and life began unfolding more fully. Even finer things were destined.

He was chosen "Goodwill Worker of 1959" in San Bernardino—the person chosen for outstanding achievement in overcoming a handicap. A story about him appeared in a newspaper. The owner of an electrical repair business saw the story and hired him.

"It's great. It's really great," Gary Mitchell now can say. "Having a job in private industry is a long-time ambition come true."

Not all of the handicapped people served by Goodwill Industries move on to outside, normal employment as Gary Mitchell did. Consider the story of William Early, for instance.

He has been deaf and practically mute for over forty years—since he was one month old. In addition, he has difficulty walking as a result of congenital paralysis. He hadn't ever worked until he came to the Goodwill Industries in Indianapolis in 1956. A counselor for the Indiana State School for the Deaf recommended vocational evaluation for him.

Despite his having been home-bound and unemployed, William surprised everyone. He wanted no part of work which would confine him at home. Tests revealed he had good hand strength on repair work and painting.

So—he has become a brush painter on wheel toys in the Goodwill Industries workshops, self-reliant and tax paying. Because of his multiple disabilities, he is likely to remain in the Goodwill Industries "sheltered" employment rather than move on. But, he, too, has succeeded, after many years of dependence on others.

These are only two stories of success from the files of Goodwill Industries. There are many more. Paralysis, blindness, age, heart defects, arrested tuberculosis, mental illness, cerebral palsy, muscular sclerosis—name the disability. Goodwill Industries serve people with all

types.

The degree of success varies; and the success of a handicapped person is always relative—to his interest and depending upon the degree of his handicap. Some get their first experience in the working world at Goodwill Industries, go on to college and have successful careers. A mentally retarded young man in Roanoke, Virginia achieved his ambition when he moved from the Goodwill Industries to a job as a helper on a city service truck. Many handicapped people can rightfully be considered successful when they have reached the point of working in a Goodwill Industries sheltered workshop.

Whatever the degree of success, any of these achievements represents the goal of all handicapped people. Every handicapped person wants economic independence, wants to become self-sufficient and self-respecting.

A challenging number are achieving that goal these days. Over 38,000 handicapped men and women are receiving training, jobs and rehabilitation services at Goodwill Industries annually. The Federal Office of Vocational Rehabilitation and state departments of vocational rehabilitation are helping about 80,000 people each year through assistance on rehabilitation needs, guidance, arrangements for training and other such services. The President's Committee on Employment of the Physically Handicapped,

along with Governors' and Mayors' committees, are working to encourage employment of the handicapped in industry.

The tragic part of the story is that only a relatively small part of the job has been done. Twenty-eight million Americans suffer from some kind of chronic disability; and while some of them have employment, work part time or are not looking for work, it is conservatively estimated that two million are unemployed but can be trained and placed in employment. Two hundred and fifty thousand people become permanently disabled every year.

In other words, many more people with handicaps are waiting for the opportunity to succeed than are currently employed. The success doesn't need to be tremendous or outstanding; sometimes it can be an achievement which would not be success by other people's standards. These people do need the help of society so that they have an opportunity to earn a living.

Full independence for handicapped people has manifold values, of course.

Federal and state governments are spending about half a billion dollars a year to maintain around a million persons on public assistance as a direct result of disability. These million people, who include some 330,000 dependents, require an average of \$500 each in public support. Every time, therefore, a handicapped person on public assistance is restored to self-support, he reduces the public tax burden by \$500 for himself and any dependent.

The greater values, though, are for the individual. Dependence, despair and despondency are cruel soulmates. To a person who has lived with them, the joy and satisfaction of being accepted for work and being able to earn an income are tremendous.

The words of handicapped people themselves best describe the feelings.

From a 23-year-old young man who is blind:

"If you've never awakened in the morning with a feeling of nothing to do and nowhere to go, you don't know what it's like—having a real job for the first time in your life."

Or, a woman in her 60's, who had polio at the age of 58:

"Goodwill has given me a chance to keep working. I don't ever want to quit. It's the most wonderful place I know . . ."

Or, the man with multiple sclerosis:

"I have found new hope here. I found it working with other people who have much greater troubles than I."

Clearly, from both the public and individual standpoints, the need for independence for the handicapped calls for action. It also is apparent that more needs to be done to help more people.

A big question is: How?

Obviously, more than medical rehabilitation is required. Recognition of this fact does not in any way deny the value of medical care. Outstanding and dramatic results have been achieved in restoring broken or withered bodies to usefulness.

But, medical restoration has limited

value unless the rehabilitated person can be productive. Someone who has recovered body functions after disabling disease or injury is dependent, not independent, unless he can work and earn a living. Despair and dejection still are unwanted companions of a handicapped person who does not have the opportunity to learn and earn.

Another obvious factor in considering how to provide independence for handicapped people is that many principally need vocational rehabilitation, rather than medical care or therapy, to become employable. The records of Goodwill Industries are replete with cases substantiating this fact.

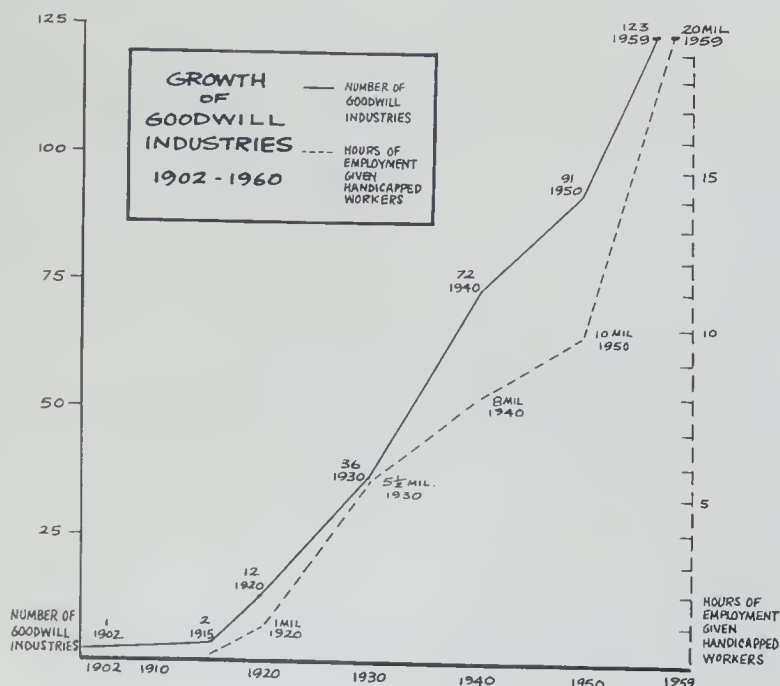
In Dallas, Texas, for instance, is a woman who lost both of her legs in an automobile accident when she was one year old. As she grew up, she learned to use artificial limbs and achieved a reasonably normal life, got married and had two children. Then, her husband was badly mangled in a motorcycle accident, the source of family support was gone and she had to find a job.

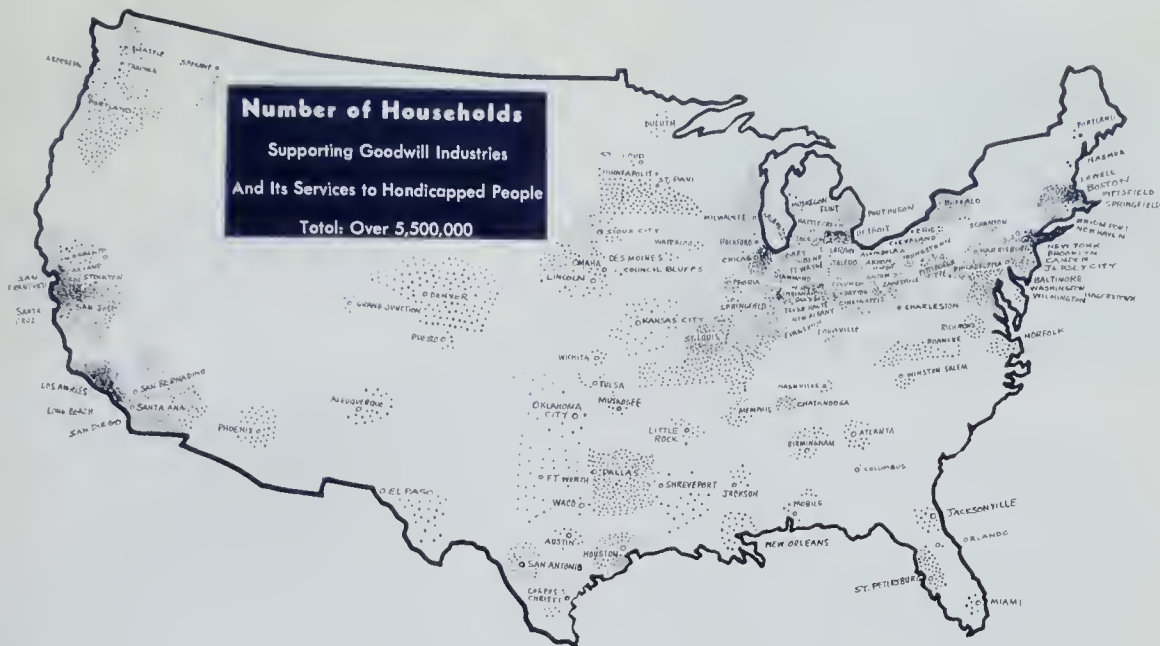
She didn't need medical help. She had learned as much as she needed to know about living with her handicap. Her big need was specialized vocational care. She had no job training, no special skills. Some jobs were out of the question because of her handicap. In addition, she needed a job which would allow time for providing care for her husband.

Another example is the young man in Wilmington, Delaware, who was born with cerebral palsy. Little could be done medically about his handicap. He only needed an opportunity to learn a trade compatible with his limitations.

In both cases, these people came to Goodwill Industries. The woman in Dallas was given experience as a cashier and paid while in training. Her job was adjusted so that she not only could perform a function she was capable of doing but on a time basis suited to her need. The young man in Wilmington was trained by the Goodwill Industries in dry cleaning and tailoring and established his own dry cleaning shop.

A third obvious factor involved in the pathway to independence for the handicapped is special training and preparation for normal employment. The above two cases illustrate this as well as the fact that medical care often is not a primary factor. People who have not worked before or those who cannot perform the same job they had before becoming handicapped especially need vocational training. Although handicapped people can be very conscientious and skillful workers, it is also true that their





chances of being accepted in normal commerce and industry are much better when they are prepared for jobs.

A fourth factor that needs to be taken into account is that some people cannot be expected either to be accepted for or want to accept normal jobs. Those with severe handicaps might have difficulty both with the work expected of them and getting to and from work. Others need close supervision. Still more people are subject to work hour limits. Some don't want competitive jobs. On top of this, despite the encouragement to hire the handicapped, resistance is still a big factor; and acceptance for employment is far from ideal.

So—while medical care often is necessary to prepare people's bodies for work, but not always primary . . . and while ultimate employment on normal jobs is desirable, but not always attainable—it is an inescapable conclusion that there is a vast area of need between medical re-

habilitation and job placement. How to make handicapped people independent necessitates substantial attention to training, adjustment, evaluation, work conditioning and sheltered employment.

This is the area—the part of the path to independence—in which the role of Goodwill Industries is so vitally important. Goodwill Industries constitute the largest network of agencies in the country devoted to preparing handicapped people for independence. They are well aware of tremendous demands for their services. Any single Goodwill Industries might have up to four times as many people wanting help as it is currently able to train and employ.

How does Goodwill Industries do the job? A full explanation cannot be given here, and many who will be reading this report will be well acquainted with the Goodwill Way. Briefly, the program is one of providing training, employment and rehabilitation services through repairing and reconditioning clothing and

household articles. More than half of the Goodwill Industries also provide work experience opportunities at light assembly, sorting, repairing or other such jobs contracted with private business firms.

Goodwill Industries primarily train handicapped people who have the potential for normal employment and provide employment under "sheltered" conditions for those whose handicaps are so severe that they have difficulty obtaining or holding normal jobs. They generally also offer additional services—in varying degrees and depending upon the needs and interests of the community—ranging from physical therapy, through occupational therapy, counseling, work evaluation, recreation, spiritual activities and counseling, nursing, medical care and to placement.

In succeeding pages, this report will tell more of how the job was done by Goodwill Industries in a representative year of 1959.

A STATEMENT OF THE PRESIDENT

The task of helping our handicapped people to achieve a useful and accepted place in their communities is an increasing responsibility Goodwill Industries has accepted in recent years. Marked progress has been made in the securing of new buildings, the recruiting and training of competent administrative personnel, and the enlistment of private and governmental cooperation. More than five million American homes provide the usable materials out of which jobs and services are created.

But the task is not done. We need the continued and increased cooperation and support of everyone who is concerned about the welfare of handicapped people. You are invited to join with us in this high privilege of serving our fellow men.

RICHARD A. NELSON





Over 40 handicapped people were served in 1959 in this Goodwill Industries building in Port-of-Spain, Trinidad.

From Port of S

In 123 cities in the United States and other countries, Goodwill Industries provide rehabilitation services to all types of handicapped people, up the largest network of rehab

When the Goodwill Industries of Port of Spain, Trinidad, West Indies, opened its workshops in June of 1959, the occasion marked the establishment of the 141st Goodwill Industries program in the world.

Thousands of miles away, in Anchorage, Alaska, a Goodwill Industries was being incorporated in this newest of states, marking the 123rd unit within the boundaries of the United States. Two other new Goodwill Industries were established in the United States in 1959—in Waterloo, Iowa and Columbus, Ga.

On the other side of the world, a new building was being occupied by the Goodwill Industries of Australia in Sydney. In Montevideo, Uruguay, another imposing new building was completed in the fall of 1959 to house the expanding program at the Industrias Buena Voluntad.

Within the borders of the United States, too, change and progress were the by-words for Goodwill Industries.

The increased number of central units was accompanied by a growth of branch operations, ranging from branch workshops to stores and to collection representation. Goodwill Industries, therefore, were actually operating in nearly 500 cities in the United States.

The Goodwill Industries expanded

their services and operations at a rate of between ten and fifteen per cent in 1959. The number of people served rose from 33,000 in 1958 to more than 38,000. Instead of being dependents upon society, the handicapped workers earned over \$19,000,000 in wages and paid about \$2,225,000 in taxes.

The workers represented almost every possible type of handicap. The greatest number, 31.1 per cent, had neurotic or orthopedic disabilities. The next largest number, representing 19 per cent, were handicapped by age and infirmity, with other complicating disabilities frequently involved. Other handicaps represented by categories were mental and emotional, 14.4 per cent; cardiac and respiratory, 9.6 per cent, impaired hearing and speech, 7 per cent, and blind and defective vision, 4.7 per cent. Rounding out the 100 per cent were non-handicapped people in staff and other categories.

Representing the uniqueness of the Goodwill Industries program—a strength which makes it an unusual welfare service—these Industries earned a total of nearly \$33,000,000 from the self-supporting functions. Their income in 1959 was up more than 13 per cent from 1958.

Of increasing significance was the total of \$3,220,000 in contributed funds to assist Goodwill Industries programs. Of

this amount, \$2,309,000 was donated directly for capital or subsidy needs, and about \$910,000 came from Community Chests or United Funds for 62 Goodwill Industries.

Total income of all Goodwill Industries in 1959, therefore, was about \$36,000,000. The 91 per cent of self-support continued to be a major characteristic, but public willingness to finance services and facilities was increasing.

More than five million homes throughout the country helped make the workshop program possible, contributing about six million filled Goodwill bags containing clothing, shoes and small household articles. Over five million more household articles, ranging from clocks to chairs and from radios to refrigerators, were contributed in addition to Goodwill bags.

Support of Goodwill Industries came from all segments of society. About 60 had the help of more than a million Boy Scouts and Cub Scouts who conducted material collection drives in up to 500 communities, collecting more than a million and a half bags of clothing.

School children in another 50 cities helped on collection projects, and Girl Scouts, Camp Fire Girls, church youth and even Future Farmers of America and 4-H youth took part in drives. Civic clubs such as Rotary, Kiwanis, Lions,



The Goodwill Industries and rehabilitation center in Washington, D. C. represented service on the U. S. East Coast.



In Mexico City, the Industrias para Rehabilitacion del Invalido showed that the Goodwill Way worked in Latin America.

Spain to Sydney

ates and 18 cities in 8 foreign are providing jobs, training and s of handicapped people, making litative workshops in the world.

Altrusa, Civitan and Jr. Chambers of Commerce often were found sponsoring or carrying out activities.

Handicapped workers learned and earned sorting, cleaning, repairing and reconditioning the articles for sale in Goodwill stores. About 12 million items were processed and sold in 1959, producing a store sale income alone of over \$24,000,000.

Another significant factor in 1959 was the growth of extra services. The traditional feature of workshops as the core of the program remained predominant, but there was a continued gain in added therapy, evaluation, psychological aid, testing and other services.

Relationships with other agencies concerned with rehabilitation continued to expand. Eight Goodwill Industries were conducting demonstration projects or utilizing grant funds for rehabilitation facilities in cooperation with the U.S. Office of Vocational Rehabilitation. State rehabilitation departments were making more referrals of handicapped people for training and service.

The continued long-term interest of the Methodist Church in the welfare of the nation's handicapped people was expressed through financial assistance in the training of executive personnel and the providing of incentive funds for use

on a matching basis by the community to launch the Goodwill Industries program in Honolulu.

Programs in other countries all have common origins with Goodwill Industries in the United States. Some have been operating for thirty years or more—launched through the encouragement of Dr. E. J. Helms, the founder of Goodwill Industries, in the 1920's and 1930's.

The Goodwill Industries in Trinidad, operating in a country with a different type of economy than most areas in which Goodwill Industries are located, made an excellent beginning in 1959. It provided employment to 40 handicapped people.

A Goodwill Industries in Karachi, Pakistan also was growing slowly despite the need for adjusting the program to the type of economy of the country, and efforts were under way to establish a program in Madras, India.

The Industrias para la Rehabilitacion del Invalido in Mexico City had a spectacular growth in 1959, increasing production and service by 95 per cent over 1958. Fifty handicapped people were being served daily, and 13 were placed in regular industry during the year. Consideration was being given to use this program as a training center for Latin American workshop directors.



On the other side of the world, a Leichhardt, Sydney, Australia Goodwill Industries was operating in a new building.

In Leichhardt (Sydney), Australia, the Goodwill Industries made notable progress in 1959 with the erection of a new building. Another related program in Australia—the Civilian Maimed and Limbless Association, in Perth—completed a first year of activity in August 1959 and reported a substantial beginning of service to handicapped people.

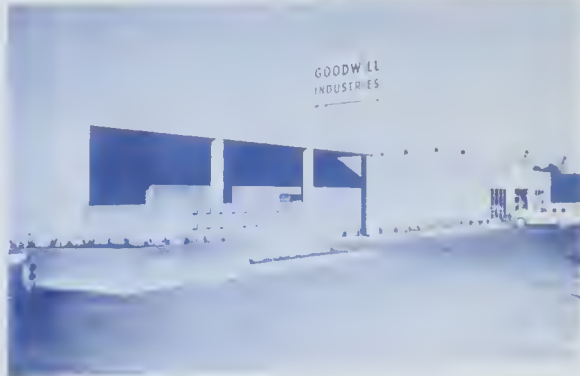
Nine organizations are carrying on the Goodwill Industries tradition in Canada. In Victoria, British Columbia, the Goodwill Enterprises for the Handicapped served 58 people and had an income of \$109,000, almost double that for 1958. It was receiving sizable support from the Rotary Club and was planning to erect a new building.

The Society for Crippled Civilians in Toronto employed an average of 235 persons in its workshops daily in 1959 and served 174 homebound handicapped people. It had an income of \$542,394, of which \$411,396 was paid in wages.

The Ottawa Neighborhood Services was another example of a thriving Goodwill Industries type program in Canada. It employed an average of 63 people daily and served a total of 121 for the year, paid \$85,000 in wages and placed 16 people in normal employment.



In South America, the Industrias Buena Voluntad of Montevideo, Uruguay moved into new quarters in 1959.



Representing service to the West Coast of the U. S. was the Los Angeles Goodwill Industries San Fernando Valley unit.

Independence Is Welded Through

The coordinating and unifying service of the national organization, Goodwill Industries of America, Inc., helped integrate programs and stimulate broader and better services.

Goodwill Industries of America, Inc. expanded and strengthened independence for handicapped people throughout 1959 with a program of national activities and relationships and local aids and counsel.

Among the services provided by the national organization were unifying the many Goodwill Industries through common goals, interchanging experience and counsel to produce maximum services to handicapped people, assisting and advising on program operation, developing national stature, recognition and attention, helping local Goodwill Industries obtain recognition in their own communities, conducting relationships with governmental and private agencies to broaden services, developing new Industries, recruiting executive leadership, training new executives, conducting studies and surveys of local programs and providing group benefits.

An important development during 1959 was the strengthening of the national organization through a reorganization of its structure. The Board of Directors of Goodwill Industries of America, Inc. will, in the future, be composed of volunteer leaders, and will be guided by a Council of Executives composed of executives of individual Goodwill Industries.

Honors received by Goodwill Industries

through the national office in 1959 included a seventh consecutive Freedom's Foundation Award, a commendation from the President of the United States and a Certificate of Achievement from the American Public Relations Association.

Surveys of local programs, consultations and visits, beginning early in the year, were carried on continually as a means of helping Goodwill Industries develop their services.

Major events conducted by the national organization in May were Goodwill Week, the selection of a National Goodwill Worker of the Year and the National Awards Dinner in Washington, D. C.

Then, in June came the Delegate Assembly of Goodwill Industries of America, the first to be conducted on an annual rather than semi-annual basis. It was a significant event because of the decision to reorganize Board structure and because of program presentations which put into focus the importance of the job of all Goodwill Industries in rehabilitating handicapped people.

Throughout the fall of the year were such activities as cooperation with National Employment of the Physically Handicapped Week, a series of five work evaluation and training conferences and a nationally-promoted Thanks-for-Giving event.

Among significant national activity throughout the year was a steady relationship with governmental and other agencies. As an example of this national work, contacts were maintained on applications of local Goodwill Industries for grants from the Office of Vocational Rehabilitation. During the course of the year, eight such grants were made for demonstration and research projects.

The development of new Goodwill Industries was another national function carried on throughout the year. New programs were incorporated in Anchorage, Alaska, Columbus, Georgia and Waterloo, Iowa through assistance and guidance from Goodwill Industries of America.

In more detail, and by departmental functions, here were some of the other activities and events of 1959.

The Department of Field Services organized the evaluation and training conferences and conducted 11 major and 4 minor individual Goodwill Industries surveys. Among other functions of this department were the production of manuals on work evaluation and vocational training, executive certification, manpower, a salary study, a standards for success formula and a report on transportation conferences.

This Department handled about 150 applications for executive or staff positions and assisted in the placement of 14 executives and several staff persons and participated in about 80 consultations concerning Goodwill Industries buildings and management.

As part of the field service program,

1959 Award Recipients of Goodwill Industries of America, Inc.

NATIONAL GOODWILL WORKER OF 1959

William Junker

Mr. Junker was born with severe deformities of the spine, shoulder girdle and thorax, atrophy and weakness of the muscles and same deformity of the pelvis. He achieved a Bachelor's Degree in accounting at DePaul University, but could not find work for which he was capable. Given a chance by the Goodwill Industries of Dallas, he made exceptional progress and earned a position in accounting.

1959 GOODWILL AWARD

Howard A. Rusk, M.D.

Dr. Rusk is recognized as an international and national leader and authority in rehabilitation. His service to disabled people has won international tribute such as election as President of the International Society for the Welfare of Cripples, and the outstanding work of the Institute of Physical Medicine in New York City, which he directs, is further evidence of his preeminence in the field of rehabilitation.

1959 GOODWILL AWARD

Arthur A. Schuck, LL.D.

As Chief Executive of the National Council of Boy Scouts of America, Dr. Schuck represents an organization which has done a tremendous service of Good Turns for Goodwill Industries. He also has a great personal interest in helping handicapped people, as evidenced by past service on the Board of Directors of the Goodwill Industries of Southern California and his continued concern for others.

1959 GOODWILL AWARD

Norman Rockwell

Mr. Rockwell not only has been noted as one of America's outstanding artists but also as one of the most public spirited men of his profession. Among his contributions to worthy causes has been an illustration for Goodwill Industries, done in the summer of 1958. The illustration has been widely used as a symbol and representation of Goodwill Industries service to handicapped people.

National Unity

Goodwill Industries of America, Inc. has the services of four executives of local Goodwill Industries who function as part-time area leaders, providing counseling and help to Goodwill Industries in their areas.

The national Public Relations Department secured national attention and recognition for Goodwill Industries and provided an increasing amount of aids and materials for local use. It also was responsible for some of the major events, including Goodwill Week, Goodwill Worker selection, Awards Dinner and Thanks-for-Giving event.

National attention of special note during the year were stories issued by press services, including a major Associated Press feature, program attention on such programs as the Art Linkletter House Party, the television program, "On the Go," the Lawrence Welk show, several daytime television programs and others.

Among materials produced for local use were 5,000 posters, 2,500 bumper strips, over 1,000 television spots, 2,000 car cards, 500 transcription discs, 300 television slides, 700 billboards, nearly 100,000 church folders and over 125,000 calendars. About a million thank-you door knob hangers were used as a result of the nationally promoted program.

Activities of the Special Services Department involved governmental relationships, the internal revenue service, vocational rehabilitation grants, wage and hour regulations, surplus property and other matters. This Department provided assistance on the securing of vocational rehabilitation grants and Hill-Burton funds from the federal government.

Among other special services provided were the conducting of studies on workman's compensation rates, preparation of suggested bylaws and charters for local Goodwill Industries, legal opinions, reports on Congressional legislation and cultivation of labor and management support of Goodwill Industries.

Another growing national service reflecting normal living for handicapped people was a group insurance program in which 40 Goodwill Industries were participating by the end of 1959. Insured through this program in the amount of nearly four million dollars were 3,391 people who generally could not otherwise qualify for insurance.

The 1959 Delegate Assembly of Goodwill Industries of America brought Board members, Auxiliary representatives and executives together for significant business and discussion sessions in June.

President Eisenhower met William Junker, Goodwill Worker of 1959, and also commended Goodwill Industries in a statement issued in connection with National Goodwill Week, the first week in May.

Dr. Howard A. Rusk, Director of the Institute of Physical Medicine and internationally known rehabilitation leader, was an award recipient and principal speaker at the national Awards Dinner.



A STATEMENT OF THE EXECUTIVE VICE PRESIDENT



This report is a result of the interest, co-operation and service of many individuals and groups. The range of support of Goodwill Industries is from the American housewife who fills a Goodwill bag to the Federal Office of Vocational Rehabilitation of the United States government. In between are thousands of friends, members of Boards of Directors and Woman's Auxiliaries of local Goodwill Industries, interested corporations, organizations, communities and thousands of people who make the Goodwill Way possible. We gratefully acknowledge your interest and support and look forward in the decade ahead to an increased "Independence for the Nation's Handicapped People," made possible because you care and help us serve.

PERCY J. TREVETHAN

**DIRECTORATE
OF GOVERNING BODIES
GOODWILL INDUSTRIES OF
AMERICA, INC.**

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Chairman of the Board, James T. Buckley	Philadelphia, Pa.
President, Richard A. Nelson	San Diego, Calif.
First Vice President, H. Conwell Snoke	Philadelphia, Pa.
Second Vice President, Howard G. Lytle	Indianapolis, Ind.
Treasurer, James C. Dulin	Washington, D. C.
Treasurer Emeritus, William J. Elliott	St. Petersburg, Fla.
Secretary, Marion C. Smith	Portland, Ore.
Executive Vice President, Percy J. Trevethan	Washington, D. C.

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Gerald L. Clore	Dallas, Tex.
James C. Dulin	Washington, D. C.
Frank G. Flegal	Los Angeles, Calif.
Henry E. Helms	Boston, Mass.
James R. Henry	Minneapolis, Minn.
Horace W. Kimbrell	Kansas City, Mo.
Art Linkletter	Hollywood, Calif.
Howard G. Lytle	Indianapolis, Ind.
Harold H. McKinnon	Detroit, Mich.
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Marvin L. McPherson	Memphis, Tenn.
Gerald C. Mann	Dallas, Tex.
W. Vernon Middleton	Philadelphia, Pa.
Paul D. Miller	New York, N. Y.
Richard A. Nelson	San Diego, Calif.
John W. Payne	Baltimore, Md.
William Ragolio	Chicago, Ill.
Marion C. Smith	Portland, Ore.
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H. Conwell Snoke	Philadelphia, Pa.
Clyde W. Sullivan	Cincinnati, Ohio
Ray E. Titus	Evanston, Ill.
Leland C. Whip	Omaha, Nebr.

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Asst. Exec. Vice President	Robert E. Watkins
Special Assistant	John C. Harmon, Jr.
Public Relations Director	Lester H. Ahlswede

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GOODWILL INDUSTRIES**

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James T. Buckley	Philadelphia, Pa.
Frank G. Flegal	Los Angeles, Calif.
Mrs. Frank Greathouse	Rogers, N. Mex.
Gerald H. Kennedy	Los Angeles, Calif.
Ernest V. May	Pittsburgh, Pa.
H. Clifford Northcott	Madison, Wis.
John W. Payne	Baltimore, Md.
J. J. Perkins	Wichita Falls, Tex.
Ernest W. Peterson	Portland, Ore.
Glenn R. Phillips	Denver, Colo.
Charles E. Wegner	St. Paul, Minn.
Mrs. J. Ernest Wilkins	Washington, D. C.
A. Frank Smith	Houston, Tex.
W. Vernon Middleton	Philadelphia, Pa.
Allen B. Rice	Philadelphia, Pa.

Highlights of 1959

NATIONAL

These were the highlights of the services of Goodwill Industries of America, Inc. during 1959:

The national program of events, activities and local aids provided for coordination, unification and assistance to local Goodwill Industries.

Efforts constantly were maintained to encourage and develop more proficient and efficient vocational rehabilitation services for handicapped people.

A 1959 Delegate Assembly brought Board members, Executives and Auxiliary members together for inspiration and guidance.

The national structure was strengthened by the development of a Board of Directors composed of volunteer leaders and a Council of Executives to assist the Board of Directors.

Goodwill Industries were honored nationally by Freedom's Foundation, the President of the United States and the American Public Relations Association.

National programs attention, and events, such as Goodwill Week, the Awards Dinner and Goodwill Worker selection, helped get prestige and recognition for Goodwill Industries.

Counseling and direct assistance was provided to Goodwill Industries through manuals, surveys, visits and field services.

A wide assortment of public relations materials for the press, radio, television and other media was provided to publicize local programs.

Assistance and information were given on obtaining grants for local programs, on wage and hour matters, and on national legislation.

Discounts were made available through national purchasing arrangements.

Nearly four million dollars worth of life insurance was made available to handicapped people through a national group insurance program.

LOCAL

These were the highlights of the services and operations of all Goodwill Industries during 1959:

123 Goodwill Industries were operating in the United States, involving nearly 500 different communities with branches, stores and representation.

Three new Goodwill Industries were organized in the United States.

Goodwill Industries provided training, employment and rehabilitation services to approximately 38,200 handicapped people.

A total of 22,500,000 hours of training and employment was given.

Other services included therapy, counseling, work evaluation, psychological help, medical service, recreation, spiritual inspiration and placement.

Handicapped people receiving employment earned \$19,200,000 in opportunity wages.

Instead of being dependents upon others, these workers paid about \$2,250,000 in income and social security taxes.

About five and one-half million families contributed usable clothing and household articles.

Sales of the repaired reconditioned articles in Goodwill stores produced an income of \$26,800,000.

The Goodwill Industries had an additional \$5,200,000 in other earned income, principally from contract work and salvage sales.

At least \$3,200,000 was contributed through direct donations or Community Chests for Goodwill Industries buildings, equipment or subsidy support.

On the average, Goodwill Industries operated with 91 percent self-support through earned income.

Eight new buildings were constructed or under construction during the year, and seven Goodwill Industries purchased larger buildings.

Consolidated Operating Statement

GOODWILL INDUSTRIES OF AMERICA, INC.

January 1 - December 31, 1959

Receipts		Expenses	
Membership Dues	\$168,159	Salaries, Wages and Retirement Services..	\$80,259
Interest	2,756	Travel	13,738
Donations	7,504	Office Expense and Equipment	28,620
Sale of Materials and Supplies	28,039	Volunteer Service Travel and Meetings...	28,882
Scholarships	10,625	Promotion Materials	32,484
Investments and Memorials	21,148	Scholarships	13,563
Film Sponsorship Fund	5,650	Memorial Fund Investment and New Office Building	22,946
	\$243,881	Delegate Assembly	10,733
		Reserve Fund	12,656
			\$243,881

Independence... Because We Care

Woman's Auxiliaries assisted substantially with a program of "Purpose on Parade" to provide prayer, purse, program, promotion and personal touch for Goodwill Industries.



Mrs. Charles W. Grover

Woman's Auxiliaries to Goodwill Industries were assisting substantially in developing independence for handicapped people during 1959 with a wide variety of aids and services to Goodwill Industries at the local level and through coordination and aids from a national organization.

This broad scope of women's volunteer activities was carried on in accord with the nationally adopted motto of the auxiliaries: Because We Care.

The National Council of Woman's Auxiliaries, in the past year, carried out a program with a goal of ever-increasing stimulation, creation of new ideas and expanding horizons in its relationship to the women volunteers of the local Auxiliaries.

With a theme of "Purpose on Parade," the National Council program highlighted five of the services of the dedicated women associated with all Auxiliaries: Prayer, Purse, Program, Promotion and Personal Touch.

Prayer was looked upon as the beginning point for projects undertaken and appropriate, too, at the point of accomplishment. The Auxiliaries also looked to prayer for spiritual assurance that Goodwill Industries is God's work and shall prosper.

A vital part of the Auxiliaries' programs was Purse, for raising funds was an important function for any Auxiliary group.

Both the Program and the Promotion of the Auxiliaries concentrated on expanding the services of Goodwill Industries and were directed both at members and at women outside of the membership group. The Auxiliaries took advantage of the various publicity media to tell their story and also used well oriented volunteers to spread the word about Goodwill Industries and enlist broader support.

Throughout their activities, the volunteer women applied the "personal touch"—a constant search based on heartwarming activity. In their accomplishments they found the truth proclaimed: "In helping others one mostly helps one's self."

To support their Purpose on Parade with action, the Auxiliary groups engaged in a wide variety of activities. This was substantiated by the National Council Idea Exchange Reports. Public relations and promotional events have been given top priority by Auxiliaries. Volunteer services for handicapped workers are becoming increasingly more abundant. More equipment is being secured for Goodwill Industries operations through Auxiliary help. The number of volunteers is steadily increasing. And, energetic programs are being conducted for the "merry-money-go-round."

In addition to accepting responsibility for raising money necessary for the proper functioning of each Auxiliary, the Women of Goodwill voted to increase the amount of support to the National Council's project of the Helms Training Fund. They were successful in 1959 in meeting the pledged amount of \$1,250. This project has become especially significant because it is the one project of the National Council in which all Auxiliaries may participate and from which, in turn, their local Goodwill Industries may benefit.

The enlarged National Council News Letter, "Making Others Aware Because We Care," published monthly, has become, initially, a digest of aid and instructions and, secondly, a reporter of events. It has been sent to local Executives, Presidents of Goodwill Industries and Auxiliary Presidents. The National Council is deeply appreciative of the work of the national office and staff in

mimeographing and mailing the News Letter.

We have welcomed into membership of the National Council four new Auxiliaries in the past year. They are at Nashville, Tenn., Muskogee, Okla., Oakland, Calif., and the Woman's Service Guild of Tacoma, Wash. This continuing growth is most gratifying.

Another forward step taken by the National Council in 1959 was the agreement that it shall have annual assemblies, held at the same time and place as the Delegate Assemblies of Goodwill Industries of America, Inc.

Once again, the Auxiliaries and the National Council stand together in endorsing and supporting the expansion of independence for the handicapped through Goodwill Industries. They shall continue to direct their efforts toward future planned growth and to the challenge which this presents.

MRS. CHARLES W. GROVER
President

NATIONAL COUNCIL OF WOMAN'S AUXILIARIES to GOODWILL INDUSTRIES OF AMERICA, INC.

OFFICERS CITY

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<i>Second Vice President</i>	
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<i>Members-at-Large</i>	
Mrs. Richard W. Kratz	Evansville, Ind.
Mrs. Carl Harris	Chicago, Ill.
Mrs. Powers Fisher	Jackson, Miss.

DIRECTORY of 123 Goodwill Industries in the United States

CITY

Aberdeen, Wash.
Akron, Ohio
Albuquerque, New Mex.
Anchorage, Alaska
Ashtabula, Ohio
Atlanta, Ga.
Austin, Tex.
Baltimore, Md.
Battle Creek, Mich.
Birmingham, Ala.
Bastan, Mass.
Bridgeport, Conn.
Brooklyn, N. Y.
Buffalo, N. Y.
Camden, N. J.
Canton, Ohio
Charleston, W. Va.
Chattanooga, Tenn.
Chicago, Ill.
Cincinnati, Ohio
Cleveland, Ohio
Columbus, Ga.
Columbus, Ohio
Corpus Christi, Tex.
Council Bluffs, Iowa
Dallas, Tex.
Dayton, Ohio
Denver, Colo.
Des Moines, Iowa
Detroit, Mich.
Duluth, Minn.
El Paso, Tex.
Erie, Pa.
Evansville, Ind.
Flint, Mich.
Fort Wayne, Ind.
Fort Worth, Tex.
Gary, Ind.
Grand Junction, Colo.
Hagerstown, Md.
Hammond, Ind.
Harrisburg, Pa.
Honolulu, Hawaii
Houston, Tex.
Indianapolis, Ind.
Jackson, Mich.
Jackson, Miss.
Jacksonville, Fla.
Jersey City, N. J.
Kalamazoo, Mich.
Kansas City, Mo.
Lincoln, Neb.
Little Rock, Ark.
Long Beach, Calif.
Lorain, Ohio
Los Angeles, Calif.
Louisville, Ky.
Lowell, Mass.
Memphis, Tenn.
Miami, Fla.
Milwaukee, Wisc.
Minneapolis, Minn.

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Edmund D. Redmon
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George W. Dauth
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George H. Angell

ADDRESS

822 E. Heran St.
36 S. College St.
1119 Edith St., S.E.
1016 Fireweed Lane
621 Morton Drive
15 Courtland St., N. E.
107 E. Fifth St.
201 S. Broadway
373 W. Michigan Ave.
907 N. 26th St.
85 Shawmut Ave.
786-802 Main St.
1024 Fulton St.
153 N. Division St.
816 N. Seventh St.
713 E. Tuscarawas St.
628 Kanawha Blvd., E.
3500 Dadds Avenue
1500 W. Monroe St.
10600 Springfield Pike
930 E. 70th St.

1331 Edgehill Road
2961 S. Port Ave.
213 S. Main St.
2511 Elm St.
201 W. Fifth St.
3003 Arapahoe St.
325 E. Fifth St.
6522 Brush St.
1732 W. Superior St.
5301 El Paso Drive
1117 Peach St.
930 Division St.
610 S. Dexter St.
130 W. Main St.
665 S. Main St.
1224 Broadway
1020 S. Fifth St.
223 N. Prospect St.
34 State St.
627 N. Cameron St.
1111 Nuuanu Ave.
515 Smith St.
215 S. Senate Ave.
120 E. Washington St.
113 S. State St.
6 N. Newnan St.
49-55 Fremont St.
530 W. Kalamazoo Ave.
1817 Campbell St.
1717 "O" St.
1201 W. 7th St.
800 W. Pacific Coast Hwy.
1444 Broadway
342 San Fernando Road
214 S. 8th St.
99 Willie St.
94 N. Second St.
1130 N.W. 22nd St.
2102 W. Pierce St.
413-17 S. Third St.

CITY

Mobile, Ala.
Muskegan, Mich.
Muskogee, Okla.
Nashua, N. H.
Nashville, Tenn.
New Albany, Ind.
New Haven, Conn.
New Orleans, La.
New York, N. Y.
Norfolk, Va.
Oakland, Calif.
Oklahoma City, Okla.
Omaha, Neb.
Orlando, Fla.
Parkersburg, W. Va.
Peoria, Ill.
Philadelphia, Pa.
Phoenix, Ariz.
Pittsburgh, Pa.
Pittsfield, Mass.
Port Huron, Mich.
Portland, Me.
Portland, Ore.
Pueblo, Colo.
Richmond, Va.
Raanoke, Va.
Rockford, Ill.
Sacramento, Calif.
St. Cloud, Minn.
St. Louis, Mo.
St. Paul, Minn.
St. Petersburg, Fla.
San Antonio, Tex.
San Bernardino, Calif.
San Diego, Calif.
San Francisco, Calif.
San Jose, Calif.
Santa Ana, Calif.
Santa Cruz, Calif.
Scranton, Pa.
Seattle, Wash.
Shreveport, La.
Sioux City, Iowa
South Bend, Ind.
Spokane, Wash.
Springfield, Ill.
Springfield, Mass.
Springfield, Mass.
Stackton, Calif.
Tacoma, Wash.
Terre Haute, Ind.
Toledo, Ohio
Tulsa, Okla.
Waco, Tex.
Washington, D. C.
Washington, D. C.
Wichita, Kans.
Wilmington, Dela.
Winston-Salem, N. C.
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Zanesville, Ohio

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130 S. Second St.
15 Chestnut St.
Thayer Veteran's Hospital
319 State St.
238 State St.
2000 Jackson Ave.
123 E. 124th St.
316 Bank St.
212 9th St.
410 S.W. 3rd St.
1013 N. 16th St.
810 Nat'l Bank Bldg.
P.O. Box 1582
512 S.W. Adams St.
1705 W. Allegheny Ave.
910 E. Sherman St.
2801 Liberty Ave.
336 North St.
2326 Cannons St.
80 Union St.
512 S.E. Mill St.
130 S. Union Ave.
1903 E. Marshall St.
3125 Salem Turnpike, N.W.
631 Cedar St.
707 Que St.
21 Fifth Ave., So.
4140 Forest Park Blvd.
509 Sibley St.
114 Second St., So.
3822 Pleasanton Road
899 W. Third St.
402 Fifth Ave.
980 Howard St.
46 Race St.
2702 W. Fifth St.
204 Union St.
334 Penn Ave.
1400 Lane St.
1916 Texas Ave.
312 S. Wall St.
316 S. Chapin St.
130 E. Third Ave.
712-14 E. Washington St.
139 Lyman St.
139 Lyman St.
730 E. Market St.
2356 Tacoma Ave., So.
122 N. Fifth St.
601 Cherry St.
24 N. Main St.
120 N. Fourth St.
1218 New Hampshire Ave., N.W.
100 Rainbow Dr.
1411 N. Broadway
214-16 Walnut St.
727 E. Fifth St.
330 E. Boardman St.
108 Main St.

DIRECTORY OF GOODWILL INDUSTRIES PROGRAMS OVERSEAS

Leichhardt (Sydney), Australia, Goodwill Industries of Australia, Rev. Harold L. Hawkins, Superintendent, 93 Norton Street, New South Wales.
Perth, Western Australia, The Civilian Maimed and Limbless Association of Western Australia, Mrs. E. Richter, General Secretary, 34B Wellington Street.
Queensland, Australia, Brisbane City Mission, Rev. C. S. Trudgian, Superintendent, Morris Street, Windsor Brisbane.
Edmonton, Alberta, Canada, Rehabilitation Society of Alberta—Edmonton Branch, Mrs. L. Alison Lamb, Executive Director, 10462 101st Street.
Hamilton, Ont., Can., Amity Association of Hamilton, Mr. Peter Ross, General Manager, 79 John Street, South.
London, Ont., Can., Goodwill Industries, 350 Lyle Street.
Ottawa, Ont., Can., Ottawa Neighborhood Services, Mr. Harold M. Mayfield, General Manager, 987 Wellington Street.
Sarnia, Ont., Can., Goodwill Industries, Mrs. Minnie Post, Superintendent, 163 N. Victoria Street.
Toronto, Ont., Can., Society for Crippled Civilians, Mr. George B. Smith, Executive Director, 91-97 Jarvis Street.
Vancouver, B. C., Can., Goodwill Industries Association (Registered), Mr. George Chester, Managing Director, 6414 Fraser Avenue (Zone 15).

Victoria, B. C., Can., Goodwill Enterprises for the Handicapped of Victoria, G. A. Gray, President-Manager, 560 Yates Street.
*Windsor, Ont., Can., Goodwill Industries, Mr. Cameron A. McDowell, Executive Director, 101 Pitt Street, East.
Winnipeg, Manitoba, Can., Canadian Goodwill Industries, Ltd., Mr. Allen Craig, Manager and Director, 70 Princess Street.
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Lima, Peru, Goodwill Industries, Rev. Wenceslao Bahamonde, Apartado 1386.
Montevideo, Uruguay, Industrias Buena Voluntad, Senor J. Antonio Loureiro, Director, Grecia 3918—Cerro.
Port of Spain, Trinidad, B.W.I., Goodwill Industries of the West Indies, Mrs. Ursa Chow Quan, 4 Scott Bushe Street.

*Affiliated with Goodwill Industries of America, Inc.

National Office: GOODWILL INDUSTRIES OF AMERICA, INC. • 1913 N STREET, N.W. • WASHINGTON, D. C.